



# EXPORT BRIEFS

The following trade items have been gathered from Agricultural Attache and other government reports as a service to U.S. exporters of food and agricultural products. In supplying the trade leads the Department of Agriculture does not guarantee reliability of the overseas inquirer. Your best source for further information on these trade leads is the listed foreign firm originating the inquiry. You may also contact the Export Trade Services Division, FAS, (202) 447-7103.

September 14, 1979

- 1641- Wheat flour, corn, rice (Nigeria). Interested in buying U.S. wheat flour,  
1643 yellow corn and rice, 20,000 tons of each. Quality: approved flour as per Nigerian Food Law Regulations; Number 3 yellow corn; Number 3 parboiled rice, 4% broken. Packaging in polyethylene 50 kilo bags. Delivery in 1980. Quotations C&F Apapa, Nigeria. Bank ref: Union Bank (Nig.) Limited, New Ogba, Ikeja, Lagos, Nigeria. Contact: Charles E. C. Ukwuoma, Agriculture Scope (Nig.) Limited, Block 12, Industrial Estate, P. O. Box 2166, Ikeja, Lagos, Nigeria. Cable: AGRISCOPE, Ikeja, Lagos.
- 1644 Foodstuffs (Hong Kong). Interested in seafoods, fresh meats, fresh vegetables, salads and fresh produce items. Few tons every week. First class quality, standard packing suitable for airshipment. Bank ref: Algemene Bank Nederland/Banque Nationale de Paris, Kowloon Branch, Hong Kong. Contact: M. A. V. Hofstein, Silco International Ltd., Landwide Commercial Building, Suite 601-603, 118-120 Austin Road, Kowloon, Hong Kong. Telex: HX 84192 SILCO. Phone: 3-679-87.
- 1645- Wheat, rice, corn, barley (Iraq). The following government-owned importer-  
1648 distributor is the primary importer for nearly all of Iraq's requirements for rice, wheat, barley and corn. Contact: Director General, Grain Board of Iraq, P. O. Box 329, Bab Al-Muadham, Sheikh Omar Street, Baghdad, Iraq. Phone: 9641/68121. Telex: 0491/2225 SILOWAT IK. Cable: SILOWAT Baghdad.
- 1649 Barley (Canada). Agent for Libya wants offers CIF Tripoli for 10,000 mt of feed barley, Number 2, 70 kg bags or bulk, delivery September/October. Bank ref: Bank of Montreal, Bazar Shopping Centre, St. Laurent, Montreal, Quebec. Contact: R. Destounis, Destounis International Trade, 7087 Querbes Avenue, Montreal, Quebec H3W 2B3, Canada. Phone: (514) 279-5221.
- 1650- Rice, barley (Kuwait). Requests offers (a) C&F Khoramshyar (Iran) 20,000 mt  
1651 American long grain white rice USDA Grade 2, max 4% broken, packed 100 lb /bags, Sept/Oct shipment; (b) C&F Jeddah (Saudi Arabia) 10,000 mt feed barley max 3% F.M., T.W. min 62 kg /H.L., max moisture 14%, packed in 50 kg /bag for Sept/Oct shipment; and (c) C&F Kuwait 10,000 mt feed barley in bulk (other details same as (b) above). Contact: Sharad Parekh, Faisal Siddik Trd, P. O. Box 248, Safat, Kuwait. Telex: NBR 846. Phone: NBR. 436800, 446817, 412441, 412443. Cable: SEABREEZE.
- 1652 Calves and pork liver (Chile). Wishes to contact U.S. suppliers of calves and pork livers. Contact: Alfredo Rioja, A. Rioja y Cia. Ltda., Huerfands 1178, Of. 430, Santiago, Chile. Phone: 65864. Telex for Curcia SGO 260.
- 1653 Foodstuffs (Germany). Established food agency is looking for U.S. suppliers of canned and frozen fruits, vegetables, and fish, especially Golden Kernel corn, 12 oz. and 75 oz. vac-pack, Mexicorn, 12 oz. vac-pack; Corn on the Cob, 4 cobs per tin, vac-pack, and Kidney beans in consumer and institutional sizes.

Requests quotations CIF Hamburg/Rotterdam including commission. Contact: Nolting Gebruder, Alsterchaussee 9, P.O. Box/B. P. 13 20 81, D-2000 Hamburg 13, West Germany. Phone: (040) 441 431. Cable: SARDINOEL. Telex: 0212507 NGH D.

- 1654 Soybeans (Singapore). Wants 40 metric tons of soybeans, Grade 1, in 50 kg bags. Quote CIF Singapore. Bank ref: United Overseas Bank Ltd. Bonham St., Singapore 1. Contact: Henry Ho, Whitley Trading Co., A-21, 1st Floor, Hotel Miramar, Havelock Road, Singapore 0316. Telex: RS 23843 AIKHONG. Phone: 983689.
- 1655 Corn oil (Singapore). Wants 5 tons of pure corn oil, in barrels. Quote CIF Singapore. Bank ref: Indian Bank, Robinson Road, Singapore 0106. Contact: P. P. Mathews, P. P. Mathews (S) PTE. Ltd., 3rd Floor, 346 Peninsula Building, Coleman Street, Singapore 0617. Telex: RS 21562 MAINTEXT. Cable: MAINTEXT.
- 1656- Fresh fruit (Hong Kong). Interested in one to seven container loads of U.S.  
1657 fresh fruits, first grade, standard packing. Bank ref: Nanyang Commercial Bank, Ltd., 149 Des Voeux Road, Hong Kong. Contact: H. L. Huang or Mr. S. Z. Choi, Frida Corporation, 503 Mohan's Building, 14-16 Hankow Road, Kowloon, Hong Kong. Telex: 65457 HX FRIDA. Phone: 3-661237.
- 1694 Wine (Germany). Requests offers and product information for Californian still wine, White and Red, bottled. Firm is importer/distributor of alcoholic beverages for home and commercial consumption in West Berlin. Contact: Berg Import Kg, 1-D, Stuhmerallee 1A, 1000 Berlin 19, Germany. Phone: (030) 305-98-01.
- 1659 Frozen sweet corn (Hong Kong). Wants container load of frozen ears of sweet corn. Repeat orders anticipated. Bank ref: Citibank, Hong Kong. Contact: Pang Hok On, Central Food Co., Champion Building, G/F, 287-291 Des Voeux Road, Central, Hong Kong. Phone: 5-435728.
- 1695 Turkeys (Uruguay). Supermecados Disco, Uruguay's largest supermarket chain with 13 branches in Montevideo request quotation CIF Montevideo for 10 tons of frozen turkeys, medium size. Requests immediate replies. Contact: Jose Eirmendi, cable address: URUDISCO, Montevideo or to Office of Agricultural Attache, American Embassy Montevideo.
- 1662 Foodstuffs (Egypt). Interested in buying (a) frozen beef meat and liver, (b) chicken (whole), (c) turkey parts and liver, (d) butter, (e) canned corned beef and (f) fruit juices. Total of about 20 metric tons. Grade A quality. The products should not be stored for more than 60 days prior shipment. Normal packing in cartons, each carton to weigh 30-40 lb. net. Shipment one week upon receiving the Letter of Credit - El Salam Trade Mark. Bank ref: Suez Canal Bank, 11 Mohamed Sabri Abualam Street, Cairo. Contact: Ali Onsy, Onsy Foreign Trade, 19, Abdelsalam Aref Street, Flat 25, Bab El-Look, Cairo, Egypt. Telex: PALOTEL.54027 UN. Phone: 740230.
- 1663 Corn (Spain). Wants 2,000 metric tons per month of yellow corn No. 3. Quotations CIF Spanish port. Bank ref: Banco Central, Banco Popular Espanol, Banco Espanol de Credito, and Banco de Bilbao. Contact: Antonio Garcia Albaladejo, Almaoenes Albaladejo, Calle Garcia Cabrelles, 18 - Melilla, Spain. Telex: 77490 HOAV E. Phone: (952) 68 18 23.

- 1664 Soybean seed (Argentina). Wants soybean seed, 500 kg of each variety: Mitchell, Forrest, and Hood. Packed in 25-50 kg. bags, immediate delivery. Quotation C&F Buenos Aires and FOB American ports. Bank ref: Banco Rio De La Plata. Contact: Alejandro Duhart, Goyaike S.A., San Martin 439-P 12, Argentina. Telex: 17211 AR PECOM. Phone: 394-6725.
- 1665 Chocolate and confectionery (Denmark). One of the largest importers/distributors of chocolate and confectionery in Denmark, selling nationwide, representing several European manufacturers, is interested in taking in new lines of their assortment. Contact: Arne Olsen, Managing Director, FCG Forenede Chokolade Grossist A/S, Nyholms Alle 30, DK 2610 Ro/Dovre, Denmark. Phone: (01) 412222. Telex: 16529.
- 1666 Confectionery (Japan). Interested in U.S. confectionery products, including milk chocolate with nuts, bars chocolate, hard candy, and caramel. Bank ref: Daiwa Bank, Namba Branch. Contact: Noboru Kodama, President, K.K. Bon Shokai, No. 3 Semba Center Bldg., L, Semba-Chuo 2-Chome, Higashi-Ku, Osaka 541, Japan. Cable: BONIC. Phone: 06-271-4353.
- 1667 Chicken (Saudi Arabia & Lebanon). Agent for Middle East wishes to buy individually frozen & wrapped whole chicken, giblets enclosed, by the containerload. Slaughtered according to Islamic Law. Arabic labeling. 1 kilo average wt. Please furnish number of chickens per container. Quotations C&F Beirut - Dammam Jiddah. Contact: Ed Jacobs & Associates, 3320 Bradstown Rd., Louisville, KY. 40218. Telex: 204-244. Phone: 502-451-9091.
- 1668-1670 Canned fruits and vegetables, confectionery, chocolate products (Germany). Interested in canned fruits, vegetables, sugar, candy and confectionery products, chocolate and cocoa products. Bank ref: Deutsche Bank Ag, Castrop Rauxel. Quotations FOB U.S. harbor. Contact: Handelsagentur Wendt, Dortmund Sprechtag, Am Weidenhagen 15, 4620 Castrop-Rauxel, Germany.
- 1671 Foodstuffs (Germany). Interested in all types of food products, especially canned foods, for sale on ships. Quotations CIF Bremerhaven. Bank ref: ADCA Bank and Bank Fuer Gembinwirtschaft, both in 2850 Bremerhaven. Contact: Dietrich Varoga, 2850 Bremerhaven-F., Postfach 290344, AM Lunedeich 1, Germany.
- 1672 Peanuts (Germany). Wants shelled peanuts, 4,500 tons, 47% oil content, 2-3% acid, 8% moisture. Quotations FOB port of Embarkation and C&F West African ports. Bank ref: Vereins-Und Westbank A.G., Hamburg. Contact: Guenter Mueller, Nordmann, Rassman & Co., Kajen 2, 2000 Hamburg 11, West Germany. Telex: 21 39 35 (Answer Back: NRCX D). Cable: NORDRASCOS, Hamburg. Phone: 040-3687-329.
- 1673-1677 Pulses, lentils alfalfa seed, vegetable and flower seeds (France). Wishes to contact U.S. suppliers of chickpeas or garbanzos beans and lentils - alfalfa seeds - vegetable and flower seeds - broad beans. Bank ref: Banque Francaise Pour Le Commerce Exterieur, BFCF, Lille, BNP Lille, and BDEI, Paris. Contact: Mr. Cancellieri, Claeys Luck, S.A., 9, Rue De Touraine, 59112 Annoeullin, France. Telex: 641095 F. Phone: 225.11.77

- 1678 Corn (Sri Lanka). Tender with closing date Sept. 27 for 6,000 mt. yellow corn, moisture - max 14%, extraneous matter max 2%, damaged seeds max 1 %, bright golden yellow color. Tender documents available on payment of deposit of \$17.74 of which (\$16.13) will be refunded. Prices quoted should be per metric ton F.O.B. and C&F Colombo (liner terms), payment by Letter of Credit. Shipment in four equal lots of 1,500 mt each between October 1979/January 1980. Packing should be as stated. Contact: Chairman, Ceylon Oils and Fats Corporation, Seeduwa, Republic of Sri Lanka.
- 1679 Rice (France). Societe De Commerce Franco - Africaine wants 10,000 tons per month of white long grain rice, between 15 and 25% broken or above, in bags of 100 kg. Quotations CIF West African Coast. Bank ref: Banque Nationale De Paris, Boulevard De Picpus 75012 Paris, Account number: 200-689-96. Contact: Mr. Diallo, Societe De Commerce Franco-Africaine, 59, Rue De Ponthieu, 75008 Paris, France. Telex: 660-364 F. Phone: 236-15-77 or 359-68-04
- 1680 Corn (Italy). Wants yellow corn No. 2, 10,000 mt in bulk with empty bags (nylon or jute) included, immediate delivery. Quotations C&F Tema port (Ghana) or FOB Gulf. Payment by Letter of Credit. Bank ref: Banco Di Napoli, Sede Di Roma, Pizza Del Parlamento, Rome. Contact: Francesco Mazzi, World Trans. Med., via Antonio Mordini 14, 00195 Rome, Italy. Telex: 614225. Phone: (06) 3378881/3603295.
- 1681 Variety meats (Egypt). Wants beef and veal livers, frozen packed slaughtered according to Islam rights. Beef liver from steers not more than 3 years. Total of 50 tons per month, 1 kg. packs, 20-25 kg. cartons. Quotations C&F Port Said preferred but will consider Alexandria. Bank ref: Swiss Bank Corporation, Lugano, Switzerland, Attn: Mr. Zarro. Contact: John Keatingee or Hassan Bukres, Marinjac Investments (Overseas) Ltd., 78 Uruba St., Heliopolis, Cairo, Egypt. Telex: 92628 Marin UN. Phone: 962936, 062775.
- 1682 Soybean oil (Pakistan). Wants 240,000 mt per annum of crude degummed soybean oil, as per NSPA rule 103-3A, in bulk, about 20,000 mt per month. Supplier willing to ship will have to be registered with trading corporation of Pakistan Ltd. in accordance with prescribed procedures available at Pakistan Embassy, Washington, DC. Quotations C&F Karachi (Free out). Bank ref: National Bank of Pakistan, NPT Branch, I-I. Chundrigap Road. Contact: A. R. Khan, Trading Corporation of Pakistan, Press Trust House, I.I. Chundricar Road, Karachi (Pakistan). Telex: 2784 TCP PK. Cable: TRACOPAK, KARACHI. Phone: 213053.
- 1683 Rice (Syria). Government tender with closing date September 24 for 30,000 tons of bagged white rice, max 5% broken. Delivery 15,000 tons October and 15,000 tons November. Contact: General Organization for Chemicals and Foodstuffs, Joumhouria Street, Damascus, Syria and/or P. O. Box 893, Damascus, Syria. Telex: 11370-11009 SY GEZA. Cable: GEZA.
- 1684 Eels (Italy). Requests offers, FOB or CIF, for 50 mt of eels, live or as second alternative frozen, size 175-250 grams, November delivery. Payment by Letter of Credit. Bank ref: Banco Di Sicilia, Sede Di Roma, Roma. Contact: Hieber Export, via Vincenzo Tangorba 1, 00191 Rome, Italy. Telex: 680241 HIEBER-I. Cable: NZPRODUOTS, Rome. Phone: 3287451.

- 1685 Foodstuffs (Liberia and Cameroon). U.S. export management company with offices in Liberia and Cameroon has customers requesting CIF Monrovia and Douala quotes for 20,000 tons long grain parboiled rice, U.S. No. 2, 4% broken; 3,000 tons frozen pork meat; 4,000 tons frozen chicken, 2-3 lbs.; 10,000 tons soybeans; 20,000 tons yellow corn; 2,000 tons wheat; 10,000 tons canned fruits; 10,000 tons canned juices. Requests replies by letter from primary suppliers. Bank ref: Maryland National Bank, Silver Spring, Md. 20910. Contact: B. N. W. Nagbe Sr., West African Trading and Development Company, 11298 Laurelwalk Drive, Laurel, Maryland 20811. Phone: (301) 776-4192.
- 1686 Poultry feed (Hong Kong). This is a repeat with corrected address for trade inquiry 0881 that we reported in May 1979. Buyer wants 200-300 metric tons monthly of prepared poultry feed concentrate, preferably from California. Product should be in multiwall paperbags of 50 lbs each in containers. Quotations FOB California ports or C&F Hong Kong. Bank ref: The Hong Kong and Shanghai Banking Corp., Des Voeux Road West, Hong Kong. Contact: Oscar K. H. Lam, 19 Queen's Street, Hong Kong. Telex: 86016 SINCO HX. Phone: 5-458125.
- 1687 Shell eggs (Colombia). A. Almacenes Tia, one of the leading food store chains in Colombia, is interested in receiving FOB (Miami) quotes for 2 million fresh eggs Grade A. Detailed information on container capacity for air cargo and egg perishability would be appreciated. Requests USDA certification. Bank ref: Banco Internacional de Colombia, Main Office, Bogota. Contact: Alvaro Becerra, Tia, Ltda., Carrera 7 No. 11-72, Piso 3, Bogota, Colombia. Telex: 044-822. Cable: TIA. Phone: (2) 830904 Bogota.
- 1688 Chicken (England). Agent for Middle East wants frozen chickens, 500 tons every 2 months (can be in 2 x 250 ton shipments), Grade A, delivery soonest, quote C&F Muscat, Oman. Contact: Tony Heath, Manplan Marketing Consultants Ltd., 75 Albert Street, Rugby, Warwicks, England. Telex: 312137. Phone: 0788 74666/7.
- 1689 Animal feeds, feed grains (Germany). Large feed compounder and manufacturer of concentrated livestock feeds is interested in contacting U.S. suppliers of prepared animal feeds, all types, estimated annual sales potential \$2 million; and feed grains, all types, annual sales potential \$5 million. Contact: Mrs. Marga Prothmann, Managing Partner, Johann Warneke Karftfutterwerk, Ladestrasse 3, D-2803 Weyhe-Leeste, Germany. Phone: 0421/89781.
- 1690- Biscuits, confectionery (England). Interested in biscuits and confectionery  
1691 products, first and second quality, consumer packs, bulk wholesale and bulk industrial. Quote CIF and FOB. Bank ref: Barclays Bank Ltd. Contact: R. Bryan Rimmer, Ear Associates Ltd., 40 North Street, Havant, Hampshire, England. Telex: 868606. Phone: 0705 452040.
- 1692 Potato starch (Germany). Interested in potato starch, prime quality, for manufacture of glues for paper sacks. Estimated annual sales potential \$100,000. Firm requests offers CIF German seaport. To test quality, offers should be accompanied by samples of about 3.5 ounces. Contact: Horst Mueller, Managing Partner, Klebstoff-Fabrik Horst Mueller GMBH, Postfach 1105; Balmschule 4-6, D-4554 Ankum, Germany. Telex: 0944814 WMKLE D. Phone: 05462/423.

- 1693 Wine (Germany). Would like exclusive agency or distributorship for U.S. wines; dessert, sparkling and specialty types. Estimated annual sales potential \$100,000. Firm maintains branch offices in Bremen, Stade and Luebeck. Contact: Gerhard Stratmann, Owner/Manager, Gerhard Stratmann, Bremer Str. 70-74, D-2148, Zeven, Germany. Phone: 04281/3286.

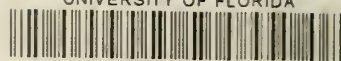
Foreign Trade Development:

Dairy Cattle Export Seminar to be held in conjunction with World Dairy Expo on Friday, October 5, 1979 in Madison, Wisconsin. Topics to be covered are "Concerns of the U.S. Exporter", "Concerns of the Foreign Importer" and "Pro Forma Invoice." All individuals and firms interested in Cattle Exporting are invited to attend the Seminar and Buffet Breakfast for \$7.50 per person at the Sheraton Inn - Madison Gateway, 706 John Nolen Drive, Madison, Wisconsin, from 7:00 to 9:30 a.m. The Seminar is being sponsored by the Foreign Agricultural Service, the Wisconsin Department of Agriculture, Trade and Consumer Protection, and the Mid-America International Agri-Trade Council. For reservations and further information please contact: MIATCO, Inc., Suite 710, 300 W. Washington St., Chicago, Illinois 60606, Phone: (312) 368-4448. RESERVATIONS WILL BE TAKEN ON A FIRST COME FIRST SERVED BASIS UNTIL SEPTEMBER 28, 1979.



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